ESA POCs

BUSINESS INTELLIGENCE	
Business Objects, Mercury	Susan Lizzi
BUSINESS & MODELING TOOLS	
CA BPwin/Erwin	Dee Wardle
COLLABORATION TOOLS	
Asychrony Envoke, Click to Meet	Dee Wardle
DATABASE MANAGEMENT	
Informix, Oracle	Diane Grim
Microsoft	Linda Greenwade
Sybase	Dee Wardle
ENTERPRISE ARCHITECTURE TOOLS	
IBM Rational	Dee Wardle
ENTERPRISE MANAGEMENT	
CA Unicenter, Citrix, MS Premier Support, NetIQ	Diane Grim
ProSight, Quest	Stephen Lascelles
Telelogic	Peggy Harpe
ENTERPRISE RESOURCE PLANNING (ERP)	
DSG	Peggy Harpe
Oracle	Diane Grim
SAP	Linda Greenwade
INFORMATION ASSURANCE TOOLS	
McAfee, Symantec, TrendMicro	Vera Thompson
Xacta, Symantec, Securify	Susan Kirkland
OFFICE SYSTEMS	
Adobe	Steve Thompson
HiSoftware	Peggy Harpe
Microsoft	Linda Greenwade
Netscape	Vera Thompson
WinZip	Dee Wardle
OPERATING SYSTEMS	
Novell	Peggy Harpe
Red Hat Linux, Sun	Vera Thompson
RECORDS MANAGEMENT	
TOWER Tools	Susan Kirkland
RESEARCH & ADVISORY SERVICES	
Gartner	Peggy Harpe
SYSTEMS INTEGRATION SERVICES	
Accenture, Sigming Point, CSC, Deloitte, IBM	Linda Greenwade

"The ESI's effectiveness in meeting its objectives lies in its ability to increase the number of DoD organizations using DoD ESA, achieve significant cost reductions from current prices, satisfy DoD organizations' requirements, and locate funding to support DoD enterprise software agreements."

SOFTWARE ASSET MANAGEMENT

The DoD CIO is establishing a DoD Net-centric Software Asset Management framework as a comprehensive approach to managing the Department's COTS software assets. Prime focus is on tracking and managing the software license, to enable smarter enterprise acquisitions and strategic decisions.

SAM DRIVERS

- **Asset Management To Grow**: The Enterprise Asset Management (EAM) market is growing. In fact, EAM is forecast to reach $2.8 billion in 2010, up from $2.2 billion this year, according to the ARC Advisory Group. *Information Week, January 3, 2006, Sullivan, Laurie*
- Revolution in Business Affairs
- Clinger-Cohen Act of 1996
- GPRA of 1993
- Executive Order 13103, Computer Software Piracy
- Changing Cultural View of Software Ownership (Asset vs. Expense)
- Failing to manage software assets effectively can lead companies to overbuy licenses on as much as 60% of their software portfolio. *Life-Cycle Management, Managing assets effectively*

pay off for com... make th... t, In... On...

2003 Federal Exec. Leadership Council Showcase of Excellence Finalist

2005 FOSE DoD Center Award

2003 DoD CIO Award

IRMCO Team Award '99 Winner '04 Finalist

2000/2004/2005 CIO Council Excellence.Gov Finalist

www.esi.mil

2006

DoD Enterprise Software Initiative

POINT & CLICK IT SHOPPING AT THE LOWEST COST

www.esi.mil

Brought to you by:
The DoD Enterprise Software Team

DEPARTMENT OF DEFENSE
ENTERPRISE SOFTWARE INITIATIVE

PURPOSE

Maximize Department of Defense (DoD) buying power by acquiring and managing commercially available information technology and selected services on a DoD-wide basis. Establish Software Asset Management Framework, and the Virtual IT Marketplace, to finally achieve "point and click information technology shopping at lowest cost".

ESI METHODOLOGY

The ESI Working Group is comprised of members from the major DoD Components, and is chaired by an OASD(NII)/CIO staffer, and co-chaired by a Service (Navy, Army, or Air Force) Working Group representative. DoD Component executive agents appoint a Software Product Manager (SPM) to consolidate requirements and develop a business case, negotiate best-value deals, and administer the resulting agreements.

WHY USE ENTERPRISE AGREEMENTS?

- Best prices in DoD!
- Specified by DFARS and the DoD 5000 series.
- Market leading, high-demand commercial software products
- JTA compliant products promote interoperability
- Encourage competition among software OEMs and resellers
- Ensures effective DoD collaboration with GSA SmartBUY initiative

www.esi.mil

DoD-WIDE POLICY BASICS

- DoD, Army, Air Force and Navy policies mandate use of ESI. Check www.esi.mil for latest agreements and policy specifics
- Must buy from existing ESI inventory first
- Must compare pricing, Terms & Conditions on ESI agreements before buying from other sources or creating new buying vehicles
- Acquire & manage commercial software as DoD asset; aggregate requirements!
- DoD Contractors should be encouraged to use ESI agreements IAW FAR 51.101
- Enterprise Software Agreements (ESA) are the buying vehicles through which ESI accomplishes its primary mission

PRODUCT CATEGORY	LEAD & SPM
Business Intelligence	**DLA**
Business & Modeling Tools	**Army**
Collaboration Tools	**Army**
Database Management	**Army**
Enterprise Architecture Tools	**Army**
Enterprise Management	**Air Force**
Enterprise Resource Planning	**Navy**
Info Assurance Tools	**Air Force**
Office Systems	**Navy**
Operating Systems	**DISA**
Records Management	**Air Force**
Research and Advisory Services	**Navy**
Systems Integration Services	**Navy**

SUCCESS STORIES

- New agreements with 5 Systems Integrators for large-scale integration of commercial software
- DoD ESI SI Team is finalist for 2005 CIO Council Excellence.Gov Award
- WinZip available at 45 cents per copy!
- Single DoD-wide agreement for Microsoft desktop and server products
- Adobe discounted at up to 13% off GSA FSS

DoD ESI WORKING GROUP

OSD (co-chair) 703-602-0980 ext 169	Jim Clausen james.clausen@osd.mil
DoN (co-chair) 703-607-5658	Floyd Groce floyd.groce@navy.mil
Army 703-806-3775	Gary Wetterhall gary.wetterhall@us.army.m
Air Force 703-696-1518 deborah.sackman@pentagon.af.mil	Debbie Sackman
DFAS 703-607-0076	John Blagmon john.blagmon@dfas.mil
NGA 314-260-5036	Tony Moore mooreca@nga.mil
DLA 703-767-2179	Susan Holder susan.holder@dla.mil
MDA 703-882-6245	Guy Hammer guy.hammer@mda.mil
DISA 703-681-2119	Judawn Harvey judawn.harvey@disa.mil
OSD CIO 703-696-3983	Daneen Heath daneen.heath@osd.mil
U.S. Marine Corps	OSD Comptroller

DoD ESI SPMs

Navy 619-524-9616	Linda Greenwade linda.greenwade@navy.m
Army 732-427-6723	Diane Grim diane.grim@us.army.mil
Navy 619-524-9701	Peggy Harpe peggy.harpe@navy.mil
Air Force 334-416-4169 susan.kirkland@gunter.af.mil	Susan Kirkland
Army 732-532-5349 stephen.lascelles@us.army.mil	Stephen Lascelles
DLA 703-767-1202 susan.lizzi@dla.mil	Susan Lizzi
Navy 619-524-9640 steve.thompson@navy.mil	Steve Thompson
DISA	Vera Thompson